

## Message Text

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PAGE 01 TAIPEI 01349 060824Z  
ACTION MCE-00

INFO OCT-01 EA-10 ISO-00 DODE-00 EB-08 NSAE-00 USIA-06  
TRSE-00 SOE-02 DOE-11 CIAE-00 COME-00 PM-05 /043 W  
-----123590 061022Z /15  
R 060747Z MAR 78  
FM AMEMBASSY TAIPEI  
TO SECSTATE WASHDC 6640

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E.O. 11652: N/A  
TAGS: MASS, MMOL, TW  
SUBJECT: APPROACH BY ARTHUR D. LITTLE, INC. TO CONDUCT  
MARKET SURVEY FOR U.S. MANUFACTURER OF ARMY COMMUNI-  
CATIONS EQUIPMENT

1. FOLLOWING CABLE HAS BEEN RECEIVED FROM ARTHUR D. LITTLE, INC., ACORN PARK, CAMBRIDGE, MASSACHUSETTS 02140 SIGNED BY ARTHUR H. SOLOMON AND ADDRESSED TO POLITICAL COUNSELOR:
2. QUOTE. WE HAVE BEEN RETAINED AS CONSULTANTS TO ASSIST A MANUFACTURER OF TACTICAL ARMY COMMUNICATIONS EQUIPMENT TO ASSESS FUTURE OPPORTUNITIES IN TAIWAN FOR SALE OF EQUIPMENT AND POSSIBLE LICENSING OR CO-PRODUCTION IN COOPERATION WITH A TAIWANESE COMPANY.

IN CONNECTION WITH THIS ASSIGNMENT, I AM PLANNING TO BE IN TAIPEI ON FRIDAY, MARCH 24, 1978, FOR A PRELIMINARY SURVEY AND WOULD GREATLY APPRECIATE HAVING THE OPPORTUNITY TO MEET WITH YOU AND NO (SIC) OTHERS OF THE EMBASSY STAFF TO DISCUSS RELATED MATTERS. IN ADDITION, I WOULD LIKE TO REQUEST TO MEET A MEMBER OF THE MILITARY ASSISTANCE ADVISORY GROUP WHO IS KNOWLEDGEABLE IN THE AREA OF ARMY TACTICAL COMMUNICATIONS SYSTEMS ON THE SAME DAY. ONE PURPOSE OF THESE CONTACTS WILL BE TO GAIN A PRELIMINARY UNDERSTANDING OF ROC ARMY TACTICAL

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COMMUNICATIONS, INCLUDING VIEWS ON THE MARKET AND TECHNICAL TRENDS, AS WELL AS AN OVERVIEW OF POTENTIAL OPPORTUNITIES FOR OUR CLIENT. A SECOND PURPOSE WILL BE TO LEARN THE NAMES OF INDIVIDUALS OF WHOM WE MIGHT REQUEST INTERVIEWS AND FURTHER INFORMATION LATER ON. I SHOULD POINT OUT THAT OUR ASSIGNMENT DOES NOT INCLUDE PROMOTING THE SALE OF ANY SPECIFIC TYPE OF EQUIPMENT OR DIRECTLY PROMOTING THE INTERESTS OF OUR

CLIENT, WHO WILL REMAIN ANONYMOUS IN OUR INTERVIEWS. RATHER OUR ASSIGNMENT IS TO GATHER INFORMATION AND PROVIDE JUDGMENTS THAT OUR CLIENT WILL USE TO MAKE STRATEGIC PLANNING DECISIONS RELATIVE TO HIS FUTURE COURSE OF ACTION. OUR WORK THEREFORE IS TO CONDUCT A GENERAL SURVEY OF THE TACTICAL COMMUNICATIONS MARKET AND TECHNICAL TRENDS.

WOULD GREATLY APPRECIATE AN EARLY REPLY TO THIS REQUEST, AND WOULD LIKE TO THANK YOU IN ADVANCE FOR ASSISTANCE YOU CAN OFFER. I HOPE THE IMPOSITION WILL NOT BE TOO GREAT. UNQUOTE.

3. MESSAGE IS SELF-EXPLANATORY BUT EMBASSY WISHED TO INFORM DEPARTMENT OF THIS CAREFULLY DRAWN APPROACH TO TAP POTENTIAL TAIWAN MARKET BY ARTHUR D. LITTLE, INC. ON BEHALF OF UNKNOWN CLIENT. IT REFLECTS FAMILIARITY OF NEW ARMS TRANSFER POLICY IN GENERAL AND A CLOSE READING OF MUNITIONS CONTROL NEWSLETTER NO. 44 IN PARTICULAR (SECTION 124.06 OF 22 CFR) WHEREIN NEW AMENDMENT STATES THAT "PRELIMINARY DISCUSSION TO ASCERTAIN MARKET POTENTIAL" AMONG OTHER THINGS DOES NOT REQUIRE PRIOR DEPARTMENT OF STATE APPROVAL.

4. UNLESS DEPARTMENT SEES SOME OBJECTION TO PROVIDING THE LIMITED ASSISTANCE REQUESTED BY ARTHUR D. LITTLE, INC., EMBASSY STAFF WILL PLAN TO RECEIVE COMPANY REPRESENTATIVES.

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5. ACTION REQUESTED: PLEASE ADVISE ARTHUR D. LITTLE, INC., ACCORDINGLY AND NOTIFY EMBASSY WHEN DEPARTMENT HAS DONE SO. UNGER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** SALES, MILITARY EQUIPMENT, MARKET SURVEYS  
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**Draft Date:** 06 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
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**Status:** NATIVE  
**Subject:** APPROACH BY ARTHUR D. LITTLE, INC. TO CONDUCT MARKET SURVEY FOR U.S. MANUFACTURER OF ARMY COMMUNICATIONS EQUIPMENT  
**TAGS:** MASS, MMOL, TW, ARTHUR D LITTLE INC  
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**Review Markings:**  
Sheryl P. Walter  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014